

## Message Text

UNCLASSIFIED

PAGE 01 LONDON 08410 201907Z  
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 /030 W  
-----202230Z 108169 /64

P R 201600Z MAY 77  
FM AMEMBASSY LONDON  
TO SECSTATE WASHDC PRIORITY 4165  
INFO USDOC WASHDC  
AMEMBASSY JIDDA

UNCLAS LONDON 08410

E.O. 11652 : N/A  
TAGS: BEXP, UK  
SUBJECT: POWER STATION TENDER

1. EMBASSY IN RECEIPT OF TENDER FOR CONSTRUCTION OF FIRST STAGE OF A POWER STATION AT AL KHABRA, SAUDI ARABIA, ANNOUNCED BY LONDON BASED FIRM, GUIDELINES (DEVELOPMENTS) LTD., KEMP HOUSE, 154-158 CITY ROAD, LONDON EC1V 2NP (TEL: 01-251-0041/0042). IDENTIFICATION OF CLIENT NOT REVEALED BUT PRESUMABLY SAG ENTITY. GUIDELINES ALSO SEEKING TWO AND A HALF PERCENT PURCHASING COMMISSION FOR THEIR ROLE IN TRANSACTION.

2. TENDER ORIGINALLY CLOSED MAY 15 HOWEVER TERM NOW EXTENDED TO MAY 27. THIS GIVES INSUFFICIENT TIME FOR A CONSIDERED BID, HOWEVER. IF USDOC KNOWS OF ANY U.S. FIRMS INTERESTED IN THIS TYPE OF OPPORTUNITY THEY MAY WISH TO ADVISE THEM TO CONTACT GUIDELINES (DEVELOPMENTS) LTD., DIRECT OR, IF THEY HAVE LONDON BASED AFFILIATE, TO CONTACT COMMERCIAL SECTION OF THIS EMBASSY WHERE A COPY OF THE COMPLETE TENDER IS AVAILABLE.

3. FOR AMEMBASSY JIDDA. WE ARE UNCERTAIN WHETHER UNCLASSIFIED

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TENDERS SUCH AS THIS ARE MADE AVAILABLE ONLY TO SELECTED MIDDLEMEN SUCH AS GUIDELINES, OR ARE PUBLISHED LOCALLY FOR DISSEMINATION TO INTERESTED FIRMS AS IS THE NORMAL PRACTICE. IF THE FORMER, IT WOULD APPEAR TO BE WORTHWHILE REPORTING THE TENDER TO WASHINGTON OR TO LOCAL BUSINESS COMMUNITY (TIME PERMITTING). IN LATTER CASE, REPORTING BY EMBASSY SEEMS

TO BE OF QUESTIONABLE UTILITY.  
SPIERS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Enclosure:** n/a  
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**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
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